

Message Text

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12

ACTION EA-07

INFO OCT-01 ISO-00 XMB-01 EB-05 DRC-01 RSC-01 /016 W

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R 140845Z AUG 74

FM AMEMBASSY SEOUL

TO SECSTATE WASHDC 5385

USDOC WASHDC

INFO AMCONSUL HONG KONG

AMEMBASSY SINGAPORE

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DEPT PASS EXIMBANK

EO 11652: NA

TAGS: ETEL, BEXP, KS

SUBJECT: MAJOR PROJECTS: MINISTRY OF CULTURE AND
INFORMATION BROADCASTING PROJECT

REF: STATE 151177, SEOUL 4366

1. EMBOFF ACCOMPANIED MR. CARL A. FOSMARK, AREA MANAGER
GATES RADIO DIVISION OF HARRIS INTERTYPE, IN CALL ON
DIRECTOR OF ENGINEERING AND MANAGER OF SUPPLY DIVISION
OF KOREAN BROADCASTING SYSTEM. IN ADDITION LOCAL REPRESENTATIVE OF RCA INFORMED RCA CAMDEN DIVISION OF POTENTIAL SALE SOMETIME AGO. EMBASSY ALSO HAS INFORMALLY ADVISED FAR EAST MANAGER OF KAISER ENGINEERS WHO EXPECTING FOLLOW-UP THROUGH KAISER BROADCASTING U.S.

2. SINCE THIS PROJECT NOW COMMON KNOWLEDGE AND SEVERAL U.S. FIRMS NOTED ABOVE AWARE OF IT, SUGGEST COMMERCE OPEN MAJOR PROJECT CASE AND INVOLVE ALL POTENTIAL U.S. SUPPLIERS.

3. DURING CALL WITH FOSMARK, UPDATED EQUIPMENT LIST WAS RECEIVED FROM KBS. IT IS BEING POUCHED FOR ATTENTION
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T.Z. CORLESS. DISCUSSION WITH KBS BROUGHT OUT THAT THEY

PREFER SINGLE SOURCE FOR ALL EQUIPMENT ALONG WITH INSTALLATION SERVICES CONTRACT. CIVIL WORKS WOULD BE CONTRACTED SEPARATELY BY KBS. APPARENT THAT FINANCING PACKAGE IS KEY ELEMENT IN KBS DECISION PLUS MOST RAPID DELIVERY SCHEDULE POSSIBLE BECAUSE OF POLITICAL PRESSURE TO ATTAIN KBS COVERAGE OF EASTERN KOREA AREAS NOW SUBJECT TO BROADCAST FROM NORTH.

4. FOSMARK OF OPINION THAT EQUIPMENT CALLED FOR IN THIS BUY WOULD NOT BE USED FOR JAMMING. IN AN EARLIER STATUS REPORT TO AMBASSADOR, CESARO OF WESTINGHOUSE TCOM INDICATED THAT HE HAD BEEN APPROACHED BY MINISTRY OF EDUCATION REGARDING POSSIBILITY OF USING TCOM BALLOON ANTENNA FOR PROGRAM COVERAGE INTO EAST COAST WHEN TRANSMITTER TO BE INSTALLED OFFSHORE GOES INTO OPERATION AND JAMS PROGRAMS FROM NORTH. THIS APPEARS TO BE SEPARATE AND TEMPORARY APPROACH UNTIL KBS ABLE COVER ENTIRE COUNTRY IN "NORMAL" FASHION.

5. EMBASSY UNDERSTANDS FOSMARK HAS SELECTED LOCAL AGENT WHO WILL ALSO ACT AS CO-PRODUCER. FOSMARK INTIMATED THAT CONTINENTAL RADIO WEAK FINANCIALLY AND THAT HE IS NOT ENTHUSIASTIC ABOUT WORKING WITH THEM. HE CONSIDERS THOMPSON (FRANCE) EQUIPMENT TECHNICALLY SUPERIOR, BUT SINCE GATES NOT CAPABLE PRODUCING BEYOND 500 KILOWATTS (TWO PARALLEL 250 TRANSMITTERS) HE WOULD WELCOME A JOINT BID WITH CONTINENTAL IF EXIMBANK FINANCING WERE AVAILABLE. LETTER TO LOCAL AGENT FROM RCA FAR EAST MANAGER INDICATES THAT RCA (RCA CANADA?) WOULD WORK WITH CONTINENTAL RADIO ALSO.
HABIB

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